

Massachusetts Division of Insurance  
Quarterly Report of Membership in Health Maintenance Organizations  
as of September 30, 2004<sup>1</sup>

OTHER MEDICARE MEMBERSHIP BY COUNTY

| HMO Members By County                                | Barnstable                   | Berkshire                    | Bristol                      | Dukes                        | Essex                        | Franklin                     | Hampden                      | Hampshire                    | Middlesex                    | Nantucket                    | Norfolk                      | Plymouth                     | Suffolk                      | Worcester                    | Massachusetts                |
|--|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
| Other Medicare Members <sup>2,3</sup>                | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter | Members at<br>End of Quarter |
| CIGNA HealthCare of Massachusetts, Inc. <sup>4</sup> | 0                            | 0                            | 1                            | 1                            | 1                            | 1                            | 13                           | 14                           | 9                            | 0                            | 2                            | 0                            | 0                            | 766                          | 808                          |
| HMO Blue <sup>5</sup>                                | 414                          | 573                          | 708                          | 8                            | 764                          | 43                           | 510                          | 270                          | 2,127                        | 0                            | 846                          | 475                          | 496                          | 793                          | 8,027                        |
| Tufts Associated HMO, Inc. <sup>6</sup>              | 296                          | 43                           | 443                          | 0                            | 423                          | 31                           | 150                          | 61                           | 1,403                        | 0                            | 729                          | 319                          | 384                          | 436                          | 4,718                        |
| Total Other Medicare Members                         | 710                          | 616                          | 1,152                        | 9                            | 1,188                        | 75                           | 673                          | 345                          | 3,539                        | 0                            | 1,577                        | 794                          | 880                          | 1,995                        | 13,553                       |

<sup>1</sup> Information reported by HMOs as of the end of the third quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

<sup>2</sup> Includes all members enrolled in other Medicare plans including, for example, so-called "Medicare Wrap-Around" policies as defined in the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0."

<sup>3</sup> Carriers that do not have any "Medicare Wrap-Around" business are not reflected on this report.

<sup>4</sup> CIGNA HealthCare of Massachusetts, Inc. offers a group "Medicare Wrap-Around" product under the name "Central Care."

<sup>5</sup> Blue Cross and Blue Shield of Massachusetts, Inc. offers a group "Medicare Wrap-Around" product under the name "Managed Blue for Seniors."

<sup>6</sup> Doing business as Tufts Associated Health Plan and as Tufts Health Plan. This company offers a group "Medicare Wrap-Around" product under the name "Tufts Medicare Complement" (TMC).